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CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

MAINTENANCE

- Actual Costs
- Shop Layout

Gillis on Odometers

Truck Equipment Showcase

PUT YOUR COMPANY'S LEADERS IN AMERICA'S LUXURY LEADER.

When you put your key executives in Cadillacs, you're rewarding the people at the top of their field with the car that's at the top of its field. Cadillac has been America's luxury leader for 37 straight years.

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Just as important is the cost efficiency of a Cadillac. Take, for example, the 1986 Sedan de Ville shown. It comes with state-of-the-art technology and a long list of so-called extras...standard.

Plus room for six. And a 4-year/50,000-mile limited warranty.*

For further information, contact your Cadillac dealer or the fleet manager listed on the facing page.

*In some cases, a deductible applies. See your dealer for details.

1986 DE VILLE

BEST OF ALL...IT'S A CADILLAC.

USED CARS

The following are average car prices for the period ending February 5, 1986. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	Zone 1	Zone 2	Zone 3
83 AMC ALLIANCE			
Sdn 4DR L Series	2993	3022	2964
83 AMC CONCORD			
Sdn	3249	3282	3216
Sta Wgn	3614	3650	3577
83 BUICK SKYLARK			
Sdn Custom	3791	3829	3753
82 BUICK SKYLARK			
Sdn	3106	3138	3075
83 BUICK REGAL			
Sdn	5015	5066	4954
Cpe	5156	5208	5104
82 BUICK REGAL			
Turbo Cpe	4560	4606	4514
Cpe	4416	4460	4372
83 BUICK CENTURY			
Sdn Custom	4992	5041	4942
82 BUICK CENTURY			
Sdn Custom	4226	4268	4184
83 CADILLAC			
Cpe DeVille	8453	8539	8369
Sdn DeVille	8405	8491	8321
82 CADILLAC			
Cpe DeVille	6953	7023	6884
Sdn DeVille	6906	6976	6837
83 CHEVY			
Chvt Htchbk 4-Dr	2280	2303	2258
Camaro Cpe 8	5603	5660	5547
82 CHEVY			
Chvt Htchbk 4-Dr	1801	1818	1783
Camaro Cpe 8	5603	5660	5547
83 CHEVY CELEBRITY			
Sdn	4485	4531	4440
82 CHEVY CELEBRITY			
Sdn	3789	3827	3751
83 CHEVY CAVALIER			
Sdn	3573	3913	3835
82 CHEVY CAVALIER			
Sdn	2712	2738	2685
83 CHEVY CITATION			
Cpe 6	3019	3049	2987
82 CHEVY CITATION			
Cpe 6	2326	2350	2303
83 CHEVY MALIBU			
Clas Sdn	4349	4392	4307
Clas Sta Wgn	4528	4573	4482
82 CHEVY MALIBU			
Clas Sdn	3650	3687	3613
Clas Sta Wag	3810	3848	3772
83 CHEVY MONTE CARLO			
Cpe	5211	5263	5158
82 CHEVY MONTE CARLO			
Cpe	4359	4403	4315
83 CHEVY IMPALA			
Sdn	4731	4779	4683
82 CHEVY IMPALA			
Sdn	3797	3836	3759
Wgn 9	3947	3987	3908
83 CHEVY CAPRICE			
Sdn	5300	5353	5247
Sta Wag	5484	5539	5429

Model	Zone 1	Zone 2	Zone 3
83 CHRYSLER			
E-Class Sdn	4508	4553	4463
82 CHRYSLER			
New Yorker Sdn	5390	5443	5336
83 DODGE OMNI			
4 Dr Cust	2846	2874	2817
82 DODGE OMNI			
4 Dr Cust	2176	2197	2154
83 DODGE ARIES			
Cpe	3275	3308	3242
82 DODGE ARIES			
Sdn	2506	2530	2480
83 DODGE DIPLOMAT			
Sln Sdn	2624	2654	2603
82 DODGE DIPLOMAT			
Sln Sdn	3082	3113	3052
83 FORD FAIRMONT			
Futura 6-Cyl Sdn 4 Dr	2889	2917	2860
82 FORD FAIRMONT			
Futura Sdn 4-Dr	2613	2638	2586
83 FORD MUSTANG			
L-Cpe 4	3709	3745	3671
82 FORD MUSTANG			
L-Cpe 4	2967	2996	2937
83 FORD LTD			
Sdn	3781	3819	3743
82 FORD LTD			
Sdn	3864	3902	3826
83 FORD ESCORT			
Htchbk 4 Dr	2799	2826	2770
83 FORD CROWN VIC			
Sdn	5910	5970	5853
82 FORD CROWN VIC			
Sdn	3864	3902	3826
83 FORD THUNDERBIRD			
Cpe	5446	5501	5392
82 FORD THUNDERBIRD			
Cpe	4288	4330	4244
83 LINCOLN CONTINENTAL			
Sdn	10459	10564	10353
Mark VI Cpe	10673	10781	10567
82 LINCOLN CONTINENTAL			
Sdn	8496	8581	8411
Mark VI Cpe	8756	8843	8668
83 MERCURY COUGAR			
Cpe	5540	5596	5484
82 MERCURY COUGAR			
GS Cpe	3202	3234	3169
83 MERCURY LYNX			
HtchBk 2-Dr	2759	2786	2730
83 MERCURY MARQUIS			
Sdn	3826	3864	3788
82 MERCURY MARQUIS			
Sdn	4059	4100	4019
Wgn-2S	4186	4228	4144
83 OLDS CIERA LS			
Cpe	4921	4970	4871
Sdn	4983	5033	4933

Model	Zone 1	Zone 2	Zone 3
83 OLDS CUTLASS SUPREME			
Cpe	5458	5512	5404
Sdn	5306	5359	5253
82 OLDS CUTLASS SUPREME			
Sdn	4476	4521	4432
Cpe	4651	4698	4604
83 OLDS DELTA 88			
Sdn	5237	5289	5185
82 OLDS DELTA 88			
Sdn	3992	4032	3952
83 OLDS DELTA 98			
Sdn	7225	7297	7153
82 OLDS DELTA 98			
Sdn	5897	5995	5837
83 OLDS OMEGA			
Sdn	3791	3829	3753
82 OLDS OMEGA			
Sdn	3106	3138	3075
83 OLDS FIRENZA			
Sdn	4057	4098	4016
82 OLDS FIRENZA			
Sdn	3366	3400	3333
83 PLYMOUTH HORIZON			
4 Dr Htchbk	2768	2796	2739
83 PLYMOUTH RELIANT			
Cpe	4233	4276	4189
82 PLYMOUTH RELIANT			
Cpe	2498	2520	2472
83 PONTIAC FIREBIRD			
Cpe 8	5662	5717	5605
83 PONTIAC 6000			
Cpe	4750	4798	4702
Sdn	4686	4733	4639
82 PONTIAC 6000			
Cpe	3993	4033	3952
83 PONTIAC GRAND PRIX			
Cpe	5378	5430	5324
83 VOLKSWAGEN JETTA			
4 Dr Sdn	4766	4813	4719
82 VOLKSWAGEN JETTA			
4 Dr Sdn	3972	4012	3932
83 VOLKSWAGEN L SERIES			
2 Dr Htchbk	3480	3515	3445
82 VOLKSWAGEN RABBIT			
2-Dr Htchbk	2722	2749	2695
83 DATSUN			
Sentra 2 Dr Std Sdn	3117	3148	3086
Stanza Hbk 4 Dr Dlx	4248	4290	4205
82 DATSUN			
210 Std 2 Dr	2260	2282	2238
Sentra 2 Dr Std Sdn	2560	2585	2535
Stanza Hbk 4 Dr	3481	3516	3446
83 TOYOTA			
Corolla Sedan 2 Dr	3809	3848	3771
Celica St	5481	5535	5426
Camry Sedan	6192	6254	6131
82 TOYOTA			
Corolla 2 Dr Sdn	3079	3109	3048
Celica St Cpe	4474	4519	4428

PRODUCTS

tory, and fuel management. The multi-level software package interfaces with most major automated fuel dispensing systems and operates on IBM, PC, XT, AT, and compatible microcomputers. *The Beta Group.*

Circle 218 on Inquiry Card

THE FLEET CENTRAL SOFTWARE package from Micro-Comm Sytems, Inc. is a fleet management system with the capacity for fleet maintenance reports, mileage and fuel summaries, inventory reports, and license-fees due reports. In addition to the separate tracking of business and personal miles, the user-friendly program is designed to run on the IBM, PC, XT, AT, or compatibles with 256K RAM and a hard disk. *Micro-Comm Systems, Inc.*

Circle 219 on Inquiry Card

GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Juneau, AK	163.0	145.9
Little Rock, AR	131.5	102.9
Whittier, CA	139.9	107.9
Jacksonville, FL	135.9	110.2
Valdosta, GA	147.9	115.4
Bowling Green, KY	142.4	103.4
St. Louis, MO	123.9	98.2
Trenton, NJ	102.9	N/A
Toledo, OH	127.9	104.2
McAlester, OK	114.0	99.4
Philadelphia, PA	135.9	116.8
Columbia, SC	152.4	111.9
El Paso, TX	128.5	104.5
Yakima, WA	169.9	130.9
Milwaukee, WI	132.9	108.9

Survey conducted during the first five working days of February 1986.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

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